

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY COPENHAGEN
AMCONSUL GOTEBORG
AMEMBASSY HELSINKI
AMEMBASSY OSLO
AMEMBASSY STOCKHOLM

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E.O. 11652:N/A

TAGS: BEXP, DA, , FI, NO, SW

SUBJECT:REVIEW OF FINAL FY 77 COUNTRY COMMERCIAL PROGRAM
PROGRESS REPORTS

REF: COPENHAGEN 6440, HELSINKI 3085, OSLO 5075
STOCKHOLM 4884

1. THE WASHINGTON COMMERCIAL ACTION GROUP (WCAG) FOR THE
NORDIC COUNTRIES REVIEWED THE FY 77 CCP FINAL REPORTS
DURING ITS MEETING ON DECEMBER 19 AND EXPRESSED SATISFAC-
TION THAT THE CCP-77 ACTIVITIES AT ALL FOUR POST WENT SO
WELL DURING THE YEAR. THE POSTS ARE COMMENDED FOR ACHIEVING
THEIR GOALS. WE ALSO THANK THE POSTS FOR REPORTING THE
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YEARS DEVELOPMENTS AND THE ADMINISTRATIVE DETAIL IN THE RE-
QUESTED FORMAT. WCAG APPRECIATES BEING KEPT INFORMED ABOUT
THE CCP ACTIONS, AND PARTICULARLY ABOUT THOSE THAT FOR
PRACTICAL REASONS MUST BE DELETED OR MODIFIED.

FOR OSLO: WCAG CONCURRED WITH THE OSLO DECISION TO DELETE
CCP ACTION ON SHIPBUILDING AND ALTER ACTION ON MINING

MACHINERY BECAUSE OF CHANGED INDUSTRY CONDITIONS. REGARDING THE POINT RAISED IN OSLO'S PARAGRAPH 5 ABOUT UNANTICIPATED REQUESTS TO SUPPORT U.S. EXHIBITIONS IN OTHER COUNTRIES, WCAG APPRECIATED AND RECOGNIZES POST'S CONCERN. IN THE

FUTURE, THE CCP WILL TRY TO TAKE INTO CONSIDERATION THE SUPPORT NEEDED FOR USDOC EXHIBITIONS AT MAJOR INTERNATIONAL TRADE FAIRS SUCH AS THE PARIS AIR SHOW AND INCLUDE IT AS A CCP ACTIVITY; EVERY EFFORT WILL BE MADE TO MINIMIZE UNPLANNED DEMANDS ON THE POST.

THE WCAG TOOK NOTE OF OSLO'S SUCCESS IN COMBINING THE COMMERCIAL LIBRARY WITH THE USIS LIBRARY AND WAS PLEASED THAT THE COMMERCIAL SECTION AND USIS WERE ABLE TO EFFECT THIS COMBINATION. JOINT EFFORTS OF THE COMMERCIAL SECTION WITH OTHER ELEMENTS OF THE POST IN FURTHERING THE OBJECTIVES OF THE CCP ARE TO BE COMMENDED.

FOR COPENHAGEN: WCAG AWARE OF POST DIFFICULTY RE: TRADE OPPORTUNITIES AND TRADE CENTER SUPPORT DUE TO STAFF LIMITATIONS. WHEN POST UNDERTAKES ADDITIONAL, UNSCHEDULED ACTIVITIES IN SUPPORT OF CCP CAMPAIGNS, SUCH AS AMVER AWARD AND SAN JOSE FREE TRADE ZONE, WCAG WOULD APPRECIATE BEING ADVISED IN ADVANCE SO THAT THEY MAY BE RECOGNIZED AND POSSIBLY INCLUDED IN THE CCP.

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FOR HELSINKI: POST PROPOSAL TO SUPPORT TRADE CENTER EXHIBITIONS, FBP EVENTS AND U.S. TRADE SHOWS IN RELATED PRODUCT THEMES AS A PACKAGE TO POTENTIAL BUYERS HAS MERIT AND MIGHT BE INCLUDED IN THE NEXT CCP.

FOR STOCKHOLM: REPORT SUBMITTED PROVIDED EXCELLENT INFORMATION ABOUT THE ACHIEVEMENTS OF CCP OBJECTIVES DURING THE YEAR. THE COMMENTS ON EACH CAMPAIGN, WITH OBSERVATIONS ON MARKET FACTORS THAT INFLUENCED THE SUCCESS OF THE CAMPAIGNS, ILLUSTRATED THE SIGNIFICANT RESULTS ACHIEVED. POST PERSONNEL CAN BE PARTICULARLY PROUD OF THE RESULTS OF THEIR WORKING WITH THE REPRESENTATIVES OF THE U.S. SOFTWARE INDUSTRY.

FOR ALL POSTS: THE INFORMATION CONTAINED IN THE CCP REPORTS FROM ALL THE NORDIC POSTS IS APPRECIATED. WE REGRET THE DELAY IN RESPONDING TO THEM. THE MATERIAL IN THE REPORTS WILL BE USEFUL TO US IN THE PREPARATION OF THE FORTHCOMING CCPs, ESPECIALLY THE SECTIONS ON PERSONNEL AND FINANCIAL RESOURCES. VANCE

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